

REAL ESTATE *Terms*

PRE-APPROVAL

A pre-approval is a preliminary evaluation conducted by the lender to show that the buyer has the funds to purchase up to a certain amount. This is necessary to have before we can put an offer on a home.

DOWN PAYMENT

A home down payment is the part of a home's purchase price that you pay upfront and does not come from a mortgage lender via a loan.

EARNEST MONEY

Also known as "good faith" money, this is money put up by the buyer into a trust or escrow account. This action shows the buyer is serious about purchasing the home.

INSURANCE

Mortgage insurance may be required and protects the lender against a borrower who defaults or is otherwise unable to meet contractual obligations. You will need to obtain homeowners insurance as well.

CLOSING COST

The fees that are paid at the end of the purchase by either the buyer, seller or both. These include taxes, insurance and lender expenses.



Angela Burrell
REAL ESTATE BROKER

a little about me...

I am known for my combination of business acumen and client relations, drawing a hard bottom line while offering an outstanding customer service journey. I realize that buying/selling a home or relocating from one area to another is about more than dollars and cents. This is a major life event, requiring a true professional who can move fast while setting my clients at ease. My strong communication skills coupled with an innate ability to connect with people emotionally ensures that everyone I work with ends their journey feeling that they get the sharpest deal in the best possible way while upholding the highest standard of integrity, diligence and professionalism.

let's connect

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YOUR GUIDE TO
home



HOME BUYER'S

Roadmap

1 FINDING A GREAT AGENT

A real estate agent is a huge asset to you as you go through the home-buying process. They will serve as your expert guide and negotiator always working on your behalf.

2 FINANCIALS

Lenders recommend that you spend no more than 3-5 times your annual income on a new home. Get a credit check and pre-approval to make the process much quicker.

3 TOUR HOMES

Make a list of all the things you need and want in a new home. We will start touring homes and weigh all the positive and negative aspects of each one.

4 MAKE AN OFFER

Once you've found the home you want, the next step is to make an offer. We will look at comparable properties in the area and decide on a strong first offer.

5 NEGOTIATE OFFER

After the initial offer, the owner may come back with a counter-offer. As a buyer, don't be afraid to bargain for what you want.



6 INSPECTION

Plan to attend the inspection and ask any questions you have. You will receive a report of findings, but it can be easier to see the issue and hear the information directly from the inspector.

7 APPRAISAL

The home appraiser will evaluate the condition of the house, and do a title search to make sure that it is not being sold by someone who does not own it.

8 LOAN APPROVAL

The loan is only fully complete after the lender approves the loan. You will receive a final approval letter after they review your income, credit report and employment status once more.

9 SCHEDULE YOUR MOVE

You will want to get movers scheduled as soon as possible. Make sure to avoid scheduling the move and closing on the same day if possible.

10 CLOSING

Closing is the final step for you to become the legal owner of your home. You will take a final walk-through just before closing to assure that negotiated work has been completed and everything is in working order.

Congratulations
on your new home!